



Retail salespersons

Sell merchandise, such as furniture, motor vehicles, appliances, or apparel to consumers.

Cognitive and mental requirements

The qualifications that workers need to use judgment, make decisions, interact with others, and adapt to changes in jobs.

In 2022, work was reviewed by a supervisor more than once per day for 56.3 percent of retail salespersons, and once per day for 24.9 percent.

Table 1. Percentage of retail salespersons with cognitive and mental requirements, 2022

Requirement	Yes	No
Pace: Pause control	35.5	64.5
Interaction with general public	100.0	-
Working around crowds	3.7	96.3
Work review: Supervising others	1.7	98.3
Work review: Presence of supervisor	86.5	13.5

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

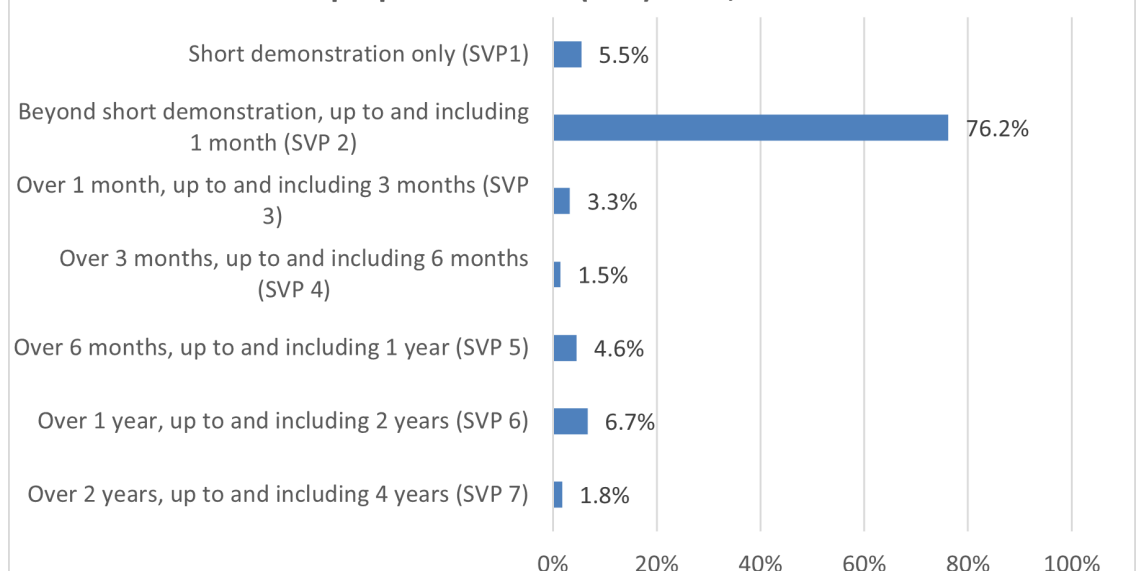
Education, training, and experience requirements

The minimum level of formal education required, credentials necessary, on-the-job training, and prior work experience necessary for average performance in jobs.

In 2022, credentials were required for 15.6 percent of retail salespersons. Prior work experience was required for 15.2 percent and on-the-job training was required for 96.2 percent.

No minimum education was required for 69.7 percent of retail salespersons.

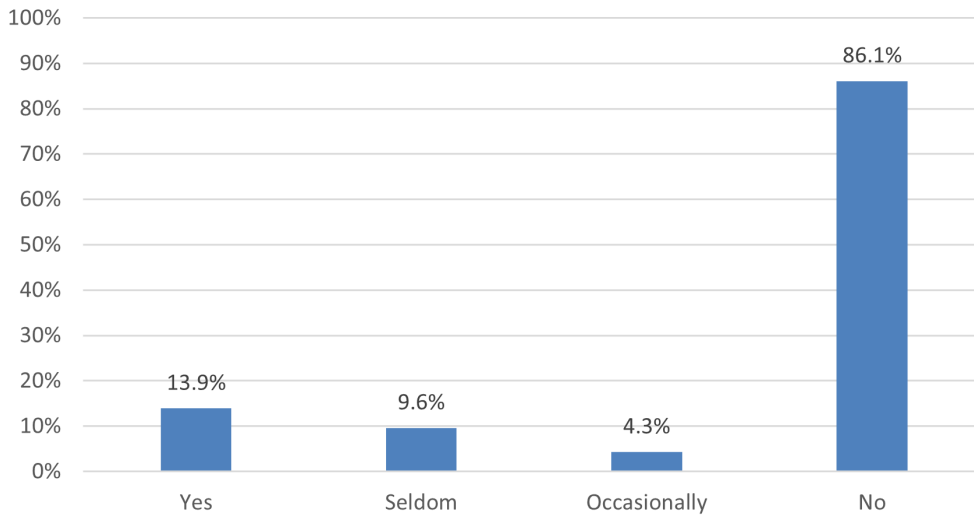
Chart 1. Percentage of retail salespersons by specific preparation time (SVP) level, 2022



Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey



Chart 2. Percentage of retail salespersons with wetness exposure and duration, 2022



Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

Environmental conditions

The various tangible or concrete hazards or difficulties that are in the vicinity of where jobs' critical tasks are performed.

In 2022, 99.5 percent of retail salespersons were not exposed to extreme cold, and 99.9 percent were not exposed to extreme heat. Wetness was not present for 86.1 percent, 99.9 percent were not exposed to heavy vibrations, and 65.9 percent were not exposed to the outdoors.

Physical demands

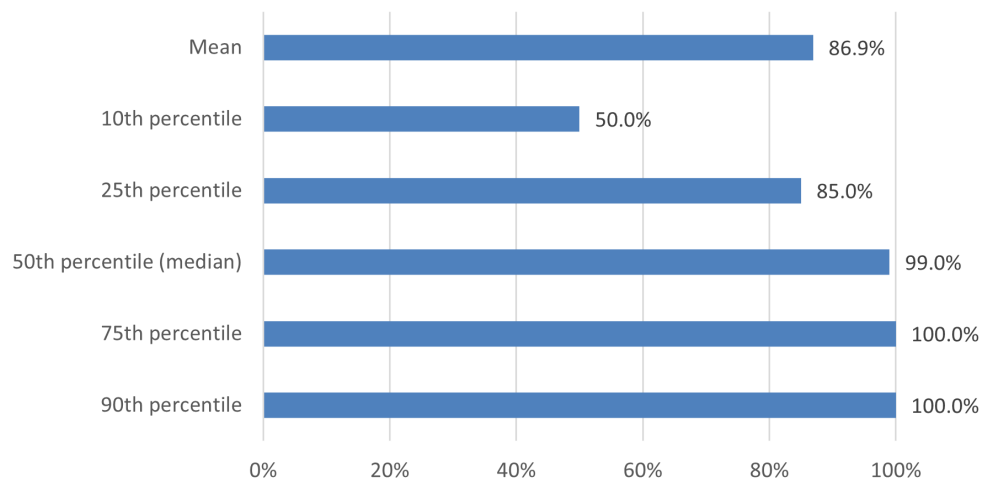
Refer to the physical activities required to perform tasks in jobs. The presence and, in some cases, duration of these activities are published.

In 2022, reaching at or below the shoulder was required for 93.3 percent of retail salespersons and was not required for 6.7 percent.

Performing work in low postures was required for 85.1 percent of retail salespersons and was not required for 14.9 percent.

The choice to sit or stand when performing critical tasks was available to 11.5 percent of retail salespersons. On average, workers spent 13.1 percent of the workday sitting and 86.9 percent of the workday standing.

Chart 3. Retail salespersons by percent of workday standing, 2022



Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

Table 2. Percentage of retail salespersons with physical demands, 2022

Requirement	Yes	No
Choice of sitting or standing	11.5	88.5
Driving	11.8	88.2
Climbing structure-related ramps or stairs	6.4	93.6

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey